

[Pam Bowman Prengaman](#) [Mel Clemmons](#) helped me through the process of selling my large agency. He assisted me on getting a fair arrangement for both parties. My Dad has always told me that a good deal is a state mind where both parties feel like they received a fair and good arrangement. For that I am grateful for Mel's knowledge, a numbers guy and just a plain ole nice guy.

After 30 years at ALLSTATE and 54 years young, it was time for me to go. Life is to short. Best 30 years of my life. Made good money, best training in the industry. Bonuses, merchandise, honestly to many perks to mention. My family has had wonderful experiences. Every deal is different. It's not all about multiples. A very wise friend of mine always preaches, it's not what you make, it's about what you keep. I had a buyer that I could have "tried" to close the deal. I had a few people that insulted me. One young man just skipped Mel and showed up at my door step. That young man irritated me and would not leave my office. Honestly, I wanted to smack him upside his head (that's a southern saying) and that is just one of many reasons I retained Mel. He kept telling me not worry. I got your back . Just send everybody to me. I can weed them out. And my comment is there are some whack nuts out there.

ALLSTATE is in the business to make a profit. Period. They will use every thing in there tool box to make this happen and you should as well. I have not followed Allstate once since I

Sold my agency.

'Be all that you can be". There are so many people that helped me, coached me, and pushed me be successful. You know who you are. It was not just Allstate Corporate. It was also my agent friends that were generous with their time and advise. I have no regrets of selling my book to an extremely intelligent business man and one of the nicest people you'll ever meet. Thank you Mel Clemons. I retired at 54. I never dreamed at 24 years old that I would be retired st 55. Can't wait to see what else I am going to do.

God Speed'

[Pam Bowman Prengaman](#)